



# *Ocean Rate Bulletin*

## Raw Cotton:

### **Total TEU/FEU:**

The numerator represents the total number of 40-foot equivalent unit (FEU) shipped, by all carriers, during December 1999. The denominator represents the total number of FEU shipped, by all carriers, throughout the 1999 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, December 1999.

### **Market Share-December:**

Each carrier's current market share is based on the number of containers shipped during December 1999. Source: PIERS, December 1999.

### **Market Share-CY 1999:**

Each carrier's market share is based on the total number of containers shipped throughout the 1999 calendar year. Source: PIERS, 1999.

### **Transit Time:**

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line" and "The Shipping Guide on the Web."

### **Ocean Rates:**

Ocean rates are applicable for February 29, 2000. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the E-Transport on-line rate tariff, PLUS Tariff retrieval systems, and individual shipping line websites.

### **Container Rate:**

Container rates for Raw Cotton are quoted on full, 19.5 KT per 40-foot dry containers unless otherwise noted.

Container movements of raw cotton are defined by PIERS as "American, Raw Cotton, Compressed."

### **Definitions**

AI = All Inclusive  
ARB = Arbitrary Charge  
BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.  
CAF = Currency Adjustment Charge  
CFS = Container Freight Station - used to consolidate shipments.  
CY-CY = Container Yard to Container Yard  
KT = 1,000 Kilograms (Metric Ton).  
PC = Per Container  
THC = Terminal Handling Charge, also known as Container Yard Charge (CY).  
FEU = 40-foot Equivalent Unit (40-foot container).

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# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Bangkok, Thailand

Raw Cotton

Monthly Market Share For: December 1999

Month\Year: 288.2 \ 1,093.3

## Surcharges:

| Carrier      | Market Share | Market Share CY | Transit Time | Ocean Rate           | BAF                | CY | CAF | THC                | CFS Rec | ARB | Cotton R.          | Size | ContainerRate |
|--------------|--------------|-----------------|--------------|----------------------|--------------------|----|-----|--------------------|---------|-----|--------------------|------|---------------|
| Mitsui OSK   | 25%          | 37%             | 17 Days      | \$1,400 <sup>1</sup> |                    |    |     |                    |         |     |                    |      | \$1,400       |
| Yang Ming    | 20%          | 13%             | 25 Days      |                      |                    |    |     |                    |         |     |                    |      |               |
| Evergreen    | 19%          | 10%             | 26 Days      |                      |                    |    |     |                    |         |     |                    |      |               |
| P&O Nedlloyd | 11%          | 4%              | 20 Days      | \$2,050 <sup>1</sup> | \$160 <sup>1</sup> |    |     |                    |         |     |                    |      | \$2,210       |
| Maersk       | 8%           | 7%              | 22 Days      | \$1,600 <sup>1</sup> | \$160 <sup>1</sup> |    |     |                    |         |     |                    |      | \$1,760       |
| Senator      | 7%           | 4%              |              | \$107                | \$8                |    |     |                    |         |     |                    |      | \$2,242       |
| Hanjin       | 4%           | 8%              | 24 Days      |                      |                    |    |     |                    |         |     |                    |      |               |
| OOCL         | 3%           | 4%              |              | \$1,400 <sup>1</sup> |                    |    |     | \$520 <sup>1</sup> |         |     | \$399 <sup>1</sup> |      | \$2,319       |
| NYK Line     | 2%           | 4%              | 19 Days      | \$1,400 <sup>1</sup> |                    |    |     | \$520 <sup>1</sup> |         |     | \$399 <sup>1</sup> |      | \$2,319       |
| K Line       | 2%           | 2%              | 21 Days      | \$1,400 <sup>1</sup> |                    |    |     |                    |         |     |                    |      | \$1,400       |
| APL          | 1%           | 5%              | 17 Days      | \$1,100 <sup>1</sup> |                    |    |     |                    |         |     |                    |      | \$1,100       |

<sup>1</sup> Rate is per container

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Busan, South Korea

Raw Cotton

Monthly Market Share For: December 1999

Month\Year: 319.0 \ 2,070.1

## Surcharges:

| Carrier    | Market Share | Market Share CY | Transit Time         | Ocean Rate           | BAF | CY | CAF | THC                | CFS Rec | ARB | Cotton R.          | Size | ContainerRate |
|------------|--------------|-----------------|----------------------|----------------------|-----|----|-----|--------------------|---------|-----|--------------------|------|---------------|
| Hyundai    | 26%          | 12%             | 12 Days              | \$91                 | \$8 |    |     |                    |         |     | \$22               |      | \$2,359       |
| Hanjin     | 23%          | 27%             | 12 Days              |                      |     |    |     |                    |         |     |                    |      |               |
| Evergreen  | 10%          | 7%              | 13 Days              | \$89                 |     |    |     |                    |         |     | \$22               |      | \$2,165       |
| OOCL       | 10%          | 7%              | 17 Days              | \$1,372 <sup>1</sup> |     |    |     | \$520 <sup>1</sup> |         |     | \$399 <sup>1</sup> |      | \$2,291       |
| Yang Ming  | 10%          | 5%              | 16 Days              | \$1,300 <sup>1</sup> |     |    |     |                    |         |     |                    |      | \$1,300       |
| Mitsui OSK | 8%           | 15%             | 12 Days              | \$1,372 <sup>1</sup> |     |    |     |                    |         |     |                    |      | \$1,372       |
| APL        | 5%           | 5%              | 12 Days              | \$1,372 <sup>1</sup> |     |    |     |                    |         |     |                    |      | \$1,372       |
| Zim Line   | 4%           | 12%             | 23 Days              |                      |     |    |     |                    |         |     |                    |      |               |
| NYK Line   | 3%           | 2%              | 13 Days <sup>5</sup> | \$1,372 <sup>1</sup> |     |    |     | \$520 <sup>1</sup> |         |     |                    |      | \$1,892       |
| Cho Yang   | 2%           | 9%              | 12 Days              | \$101                |     |    |     |                    |         |     |                    |      | \$1,970       |

1 Rate is per container

5 Transit time is based on departure from Los Angeles, CA.

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Ho Chi Minh, Vietnam

Raw Cotton

Monthly Market Share For: December 1999

Month\Year: 41.0 \ 166.0

## Surcharges:

| Carrier    | Market Share | Market Share CY | Transit Time | Ocean Rate           | BAF | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
|------------|--------------|-----------------|--------------|----------------------|-----|----|-----|-----|---------|-----|-----------|------|---------------|
| Evergreen  | 37%          | 20%             | 30 Days      |                      |     |    |     |     |         |     |           |      |               |
| Mitsui OSK | 32%          | 48%             | 27 Days      | \$2,125 <sup>1</sup> |     |    |     |     |         |     |           |      | \$2,125       |
| Yang Ming  | 29%          | 7%              | 21 Days      |                      |     |    |     |     |         |     |           |      |               |
| APL        | 2%           | 2%              | 23 Days      | \$1,550 <sup>1</sup> |     |    |     |     |         |     |           |      | \$1,550       |
| Hanjin     | 0%           | 14%             | 22 Days      |                      |     |    |     |     |         |     |           |      |               |
| Hyundai    | 0%           | 7%              | 26 Days      | \$141                | \$8 |    |     |     |         |     | \$22      |      | \$3,335       |

<sup>1</sup> Rate is per container

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Hong Kong

Raw Cotton

Monthly Market Share For: December 1999

Month\Year: 366.0 \ 1,557.0

Surcharges:

| Carrier    | Market Share | Market Share CY | Transit Time | Ocean Rate           | BAF                | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
|------------|--------------|-----------------|--------------|----------------------|--------------------|----|-----|-----|---------|-----|-----------|------|---------------|
| APL        | 30%          | 24%             | 14 Days      | \$950 <sup>1</sup>   |                    |    |     |     |         |     |           |      | \$950         |
| Senator    | 27%          | 7%              | 14 Days      | \$86                 | \$8                |    |     |     |         |     |           |      | \$1,833       |
| Mitsui OSK | 13%          | 20%             | 14 Days      | \$1,100              |                    |    |     |     |         |     |           |      | \$1,100       |
| Evergreen  | 12%          | 20%             | 16 Days      | \$77                 | \$8                |    |     |     |         |     | \$22      |      | \$2,087       |
| Hyundai    | 11%          | 3%              | 14 Days      | \$59                 | \$8                |    |     |     |         |     | \$22      |      | \$1,735       |
| OOCL       | 4%           | 8%              | 15 Days      |                      |                    |    |     |     |         |     |           |      |               |
| Yang Ming  | 2%           | 6%              | 16 Days      |                      |                    |    |     |     |         |     |           |      |               |
| Maersk     | 0%           | 5%              | 14 Days      | \$1,150 <sup>1</sup> | \$160 <sup>1</sup> |    |     |     |         |     |           |      | \$1,310       |

<sup>1</sup> Rate is per container

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Jakarta, Indonesia

Raw Cotton

Monthly Market Share For: December 1999

Month\Year: 660.0 \ 2,336.5

## Surcharges:

| Carrier      | Market Share | Market Share CY | Transit Time | Ocean Rate           | BAF                | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
|--------------|--------------|-----------------|--------------|----------------------|--------------------|----|-----|-----|---------|-----|-----------|------|---------------|
| OOCL         | 26%          | 11%             | 30 Days      | \$910 <sup>1</sup>   |                    |    |     |     |         |     |           |      | \$910         |
| Senator      | 23%          | 9%              |              | \$1,415 <sup>1</sup> |                    |    |     |     |         |     |           |      | \$1,415       |
| Mitsui OSK   | 18%          | 28%             | 25 Days      | \$910 <sup>1</sup>   |                    |    |     |     |         |     |           |      | \$910         |
| APL          | 8%           | 9%              | 25 Days      | \$1,445 <sup>1</sup> | \$160 <sup>1</sup> |    |     |     |         |     |           |      | \$1,605       |
| P&O Nedlloyd | 7%           | 4%              | 26 Days      | \$2,050 <sup>1</sup> | \$160 <sup>1</sup> |    |     |     |         |     |           |      | \$2,270       |
| Maersk       | 5%           | 12%             | 24 Days      | \$1,150 <sup>1</sup> | \$160 <sup>1</sup> |    |     |     |         |     |           |      | \$1,310       |
| NYK Line     | 5%           | 5%              | 26 Days      |                      |                    |    |     |     |         |     |           |      |               |
| Hyundai      | 5%           | 3%              | 25 Days      | \$74                 | \$8                |    |     |     |         |     | \$22      |      | \$2,028       |
| Evergreen    | 2%           | 6%              | 31 Days      |                      |                    |    |     |     |         |     |           |      |               |
| K Line       | 2%           | 3%              | 25 Days      | \$725 <sup>1</sup>   |                    |    |     |     |         |     |           |      | \$725         |
| Hanjin       | 0%           | 4%              | 24 Days      |                      |                    |    |     |     |         |     |           |      |               |
| Yang Ming    | 0%           | 4%              | 26 Days      |                      |                    |    |     |     |         |     |           |      |               |

<sup>1</sup> Rate is per container

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Keelung/Kaohsiung, Taiwan

Raw Cotton

Monthly Market Share For: December 1999

Month\Year: 281.0 \ 1,344.0

## Surcharges:

| Carrier      | Market Share | Market Share CY | Transit Time | Ocean Rate           | BAF                | CY | CAF | THC                | CFS Rec | ARB | Cotton R.          | Size | ContainerRate |
|--------------|--------------|-----------------|--------------|----------------------|--------------------|----|-----|--------------------|---------|-----|--------------------|------|---------------|
| OOCL         | 27%          | 28%             | 15 Days      | \$1,050 <sup>1</sup> |                    |    |     | \$520 <sup>1</sup> |         |     | \$399 <sup>1</sup> |      | \$1,969       |
| Hanjin       | 23%          | 6%              | 12 Days      |                      |                    |    |     |                    |         |     |                    |      |               |
| Evergreen    | 13%          | 10%             |              | \$62                 |                    |    | 5%  |                    |         |     | \$22               |      | \$1,698       |
| Hyundai      | 12%          | 4%              |              | \$56                 | \$8                |    |     |                    |         |     | \$22               |      | \$1,732       |
| Mitsui OSK   | 10%          | 16%             | 12 Days      | \$1,050 <sup>1</sup> |                    |    |     |                    |         |     |                    |      | \$1,050       |
| Yang Ming    | 6%           | 8%              | 15 Days      |                      |                    |    |     |                    |         |     |                    |      |               |
| Maersk       | 4%           | 9%              | 13 Days      | \$1,150 <sup>1</sup> | \$160 <sup>1</sup> |    | 5%  |                    |         |     |                    |      | \$1,368       |
| APL          | 4%           | 5%              | 12 Days      | \$700 <sup>1</sup>   |                    |    |     |                    |         |     |                    |      | \$700         |
| P&O Nedlloyd | 1%           | 2%              | 15 Days      | \$1,550 <sup>1</sup> | \$160 <sup>1</sup> |    | 5%  |                    |         |     |                    |      | \$1,788       |
| NYK Line     | 0%           | 4%              | 16 Days      | \$1,050 <sup>1</sup> |                    |    |     | \$520              |         |     | \$399 <sup>1</sup> |      | \$1,969       |

1 Rate is per container

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Kobe, Japan

Raw Cotton

Monthly Market Share For: December 1999

Month\Year: 93.0 \ 723.1

## Surcharges:

| Carrier      | Market Share | Market Share CY | Transit Time | Ocean Rate           | BAF                | CY | CAF | THC                | CFS Rec | ARB | Cotton R.          | Size | ContainerRate |
|--------------|--------------|-----------------|--------------|----------------------|--------------------|----|-----|--------------------|---------|-----|--------------------|------|---------------|
| Mitsui OSK   | 23%          | 17%             | 12 Days      | \$1,000 <sup>1</sup> |                    |    |     |                    |         |     |                    |      | \$1,000       |
| P&O Nedlloyd | 18%          | 3%              | 13 Days      | \$1,200 <sup>1</sup> | \$160 <sup>1</sup> |    | 50% |                    |         |     |                    |      | \$1,960       |
| APL          | 15%          | 29%             | 10 Days      |                      |                    |    |     |                    |         |     |                    |      |               |
| Maersk       | 14%          | 7%              | 11 Days      | \$1,150 <sup>1</sup> | \$160 <sup>1</sup> |    | 50% |                    |         |     |                    |      | \$1,885       |
| Evergreen    | 12%          | 8%              | 12 Days      | \$900 <sup>1</sup>   | \$160 <sup>1</sup> |    |     |                    |         |     | \$399 <sup>1</sup> |      | \$1,459       |
| OOCL         | 10%          | 7%              | 12 Days      | \$1,100 <sup>1</sup> |                    |    |     |                    |         |     |                    |      | \$1,100       |
| NYK Line     | 4%           | 6%              | 12 Days      | \$1,000 <sup>1</sup> |                    |    |     | \$520 <sup>1</sup> |         |     |                    |      | \$1,520       |
| Yang Ming    | 2%           | 6%              | 13 Days      |                      |                    |    |     |                    |         |     |                    |      |               |
| Hanjin       | 1%           | 8%              | 12 Days      |                      |                    |    |     |                    |         |     |                    |      |               |
| Senator      | 1%           | 5%              | 11 Days      | \$51                 | \$8                |    | 50% | \$26               |         |     |                    |      | \$2,155       |
| K Line       | 0%           | 6%              | 13 Days      | \$1,000 <sup>1</sup> |                    |    |     |                    |         |     |                    |      | \$1,000       |

<sup>1</sup> Rate is per container



# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Manila, Philippines

Raw Cotton

Monthly Market Share For: December 1999

Month\Year: 62.0 \ 664.5

## Surcharges:

| Carrier      | Market Share | Market Share CY | Transit Time         | Ocean Rate           | BAF               | CY | CAF | THC                | CFS Rec | ARB | Cotton R.          | Size | ContainerRate |
|--------------|--------------|-----------------|----------------------|----------------------|-------------------|----|-----|--------------------|---------|-----|--------------------|------|---------------|
| Transpacific | 40%          | 8%              |                      | \$550 <sup>1</sup>   | \$85 <sup>1</sup> |    |     | \$300 <sup>1</sup> |         |     |                    |      | \$935         |
| APL          | 24%          | 11%             | 15 Days              | \$1,250 <sup>1</sup> |                   |    |     |                    |         |     |                    |      | \$1,250       |
| Evergreen    | 16%          | 6%              | 20 Days              | \$62                 |                   |    | 5%  |                    |         |     | \$22               |      | \$1,698       |
| OOCL         | 11%          | 7%              | 17 Days              |                      |                   |    |     |                    |         |     |                    |      |               |
| Mitsui OSK   | 8%           | 10%             | 15 Days              | \$1,450 <sup>1</sup> |                   |    |     |                    |         |     |                    |      | \$1,450       |
| NYK Line     | 0%           | 17%             | 16 Days <sup>5</sup> | \$1,450 <sup>1</sup> |                   |    |     | \$520 <sup>1</sup> |         |     | \$399 <sup>1</sup> |      | \$2,369       |
| Hanjin       | 0%           | 8%              | 20 Days              |                      |                   |    |     |                    |         |     |                    |      |               |
| Yang Ming    | 0%           | 4%              | 25 Days              |                      |                   |    |     |                    |         |     |                    |      |               |

<sup>1</sup> Rate is per container

<sup>5</sup> Transit time is based on departure from Los Angeles, CA.

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Raw Cotton

Monthly Market Share For: December 1999

Month\Year: 46.0 \ 412.0

## Surcharges:

| Carrier    | Market Share | Market Share CY | Transit Time | Ocean Rate           | BAF                | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
|------------|--------------|-----------------|--------------|----------------------|--------------------|----|-----|-----|---------|-----|-----------|------|---------------|
| APL        | 46%          | 17%             | 22 Days      | \$915 <sup>1</sup>   |                    |    |     |     |         |     |           |      | \$915         |
| Mitsui OSK | 39%          | 29%             | 23 Days      | \$1,115 <sup>1</sup> |                    |    |     |     |         |     |           |      | \$1,115       |
| Hyundai    | 13%          | 7%              | 28 Days      | \$112                | \$8                |    |     |     |         |     | \$22      |      | \$2,769       |
| Maersk     | 2%           | 8%              | 20 Days      | \$1,600 <sup>1</sup> | \$160 <sup>1</sup> |    |     |     |         |     |           |      | \$1,760       |
| OOCL       | 0%           | 23%             | 27 Days      |                      |                    |    |     |     |         |     |           |      |               |
| Evergreen  | 0%           | 9%              | 30 Days      |                      |                    |    |     |     |         |     |           |      |               |

<sup>1</sup> Rate is per container

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Singapore

Raw Cotton

Monthly Market Share For: December 1999

Month\Year: 11.0 \ 142.0

## Surcharges:

| Carrier    | Market Share | Market Share CY | Transit Time | Ocean Rate           | BAF | CY | CAF | THC                | CFS Rec | ARB | Cotton R.          | Size | ContainerRate |
|------------|--------------|-----------------|--------------|----------------------|-----|----|-----|--------------------|---------|-----|--------------------|------|---------------|
| Hyundai    | 91%          | 8%              | 21 Days      | \$105                | \$8 |    | 9%  |                    |         |     | \$22               |      | \$2,816       |
| Mitsui OSK | 9%           | 20%             | 21 Days      | \$1,115 <sup>1</sup> |     |    |     |                    |         |     |                    |      | \$1,115       |
| OOCL       | 0%           | 66%             | 21 Days      |                      |     |    |     |                    |         |     |                    |      |               |
| NYK Line   | 0%           | 4%              | 21 Days      | \$1,115 <sup>1</sup> |     |    |     | \$520 <sup>1</sup> |         |     | \$399 <sup>1</sup> |      | \$2,034       |

<sup>1</sup> Rate is per container